

IN THE CLAIMS:

Please amend the claims as follows, substituting any amended claim(s) for the corresponding pending claim(s):

1 1. (amended) A system for instituting tenant-centric marketing and provisioning in the real  
2 estate industry, comprising:  
3 a network, said network adapted for enabling communication by at least one prospective  
4 tenant and a plurality of landlords;  
5 a real estate facilitator, said real estate facilitator connected to said network and capable  
6 of communicating with the at least one prospective tenant and the plurality of landlords via said  
7 network, said real estate facilitator including at least one of a real estate demand database and  
8 a real estate supply database formed based upon responses of the landlords to publication of at  
9 least one desired characteristic of real estate by the at least one prospective tenant; and  
10 wherein said network and said real estate facilitator enable the at least one prospective  
11 tenant to publish the at least one desired characteristic of real estate or to select a piece of real  
12 estate from the real estate supply database.

1 2. (unchanged) A method for linking real estate with tenants, comprising the steps of:  
2 submitting, by a prospective tenant, information specifying desired real estate;  
3 adding the information to a demand database; and  
4 wherein the demand database includes a plurality of entries, each entry of said plurality  
5 of entries corresponding to information relating to desired real estate.

1 3. (unchanged) The method in accordance with claim 2, further comprising the steps of:  
2 providing a building database, the building database including a plurality of entries, each  
3 entry of said plurality of entries corresponding to information relating to real estate that is or is  
4 scheduled to be available;  
5 comparing the information specifying desired real estate to the building database; and  
6 determining one or more matches between the information specifying desired real estate  
7 and the plurality of entries of the building database.

1 4. (unchanged) The method in accordance with claim 3, further comprising the step of :  
2 presenting the one or more matches to the prospective tenant.

1 5. (unchanged) The method in accordance with claim 4, wherein said step of presenting the one  
2 or more matches to the prospective tenant further comprises the step of:

3 presenting the one or more matches to the prospective tenant in a standardized format  
4 using an online mechanism.

1 6. (unchanged) The method in accordance with claim 4, further comprising the step of:

2 reviewing, by the prospective tenant, the one or more matches using an online  
3 mechanism.

1 7. (unchanged) The method in accordance with claim 6, wherein said step of reviewing, by the  
2 prospective tenant, the one or more matches using an online mechanism further comprises the  
3 step of:

4 taking a virtual reality tour of the real estate corresponding to at least one match of the  
5 one or more matches.

1 8. (unchanged) The method in accordance with claim 4, further comprising the step of:

2 selecting, by the prospective tenant, at least one preferred match of the one or more  
3 matches for which to request a proposal.

1 9. (unchanged) The method in accordance with claim 8, further comprising the step of:  
2 sending a request for a proposal to each landlord corresponding to each match of the at  
3 least one preferred match.

1 10. (unchanged) The method in accordance with claim 9, further comprising the steps of:  
2 sending a plurality of proposals from at least one landlord to the prospective tenant;  
3 selecting, by the prospective tenant, a primary proposal and a secondary proposal for  
4 further consideration.

1 11. (unchanged) The method in accordance with claim 10, further comprising the step of:  
2 visiting, by the prospective tenant, actual sites of the real estate corresponding to the  
3 primary proposal and the secondary proposal.

1 12. (unchanged) The method in accordance with claim 10, wherein said steps of presenting the  
2 one or more matches to the prospective tenant; selecting, by the prospective tenant, at least one  
3 preferred match of the one or more matches for which to request a proposal; sending a request  
4 for a proposal to each landlord corresponding to each match of the at least one preferred match;  
5 sending a plurality of proposals from at least one landlord to the prospective tenant; and  
6 selecting, by the prospective tenant, a primary proposal and, a secondary proposal for further  
7 consideration are effectuated, at least partially, using an online mechanism.

1 13. (unchanged) The method in accordance with claim 2, further comprising the step of:  
2 presenting the information specifying desired real estate to a plurality of landlords.

1 14. (amended) The method in accordance with claim 13, wherein said step of presenting the  
2 information specifying desired real estate to a plurality of landlords further comprises the step  
3 of:  
4 posting the information specifying desired real estate for review by selected landlords  
5 of the plurality of landlords.

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1 15. (amended) The method in accordance with claim 14, wherein a landlord comprises a  
2 selected landlord allowed to review the information specifying desired real estate if the landlord  
3 meets a requirement for updating information that corresponds to the landlord, the information  
4 being included in a real estate supply database.

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1 16. (unchanged) The method in accordance with claim 15, wherein the requirement comprises  
2 at least one of a time period and a time interval.

1 17. (unchanged) The method in accordance with claim 13, wherein said step of presenting the  
2 information specifying desired real estate to a plurality of landlords further comprises the step  
3 of:

4 sending or broadcasting the information specifying desired real estate to one or more  
5 landlords, each landlord of the one or more landlords corresponding to real estate that  
6 corresponds to an entry in a real estate supply database that matches the information specifying  
7 desired real estate.

1 18. (unchanged) The method in accordance with claim 13, further comprising the steps of:  
2 indicating, by at least one landlord of the plurality of landlords, an interest in meeting  
3 the requirements of the information specifying desired real estate; and  
4 identifying, to the prospective tenant, real estate that corresponds to the at least one  
5 landlord.

1 19. (unchanged) The method in accordance with claim 18, wherein said step of identifying, to  
2 the prospective tenant, real estate that corresponds to the at least one landlord comprises at least  
3 one of the steps of:  
4 presenting a synopsis of the real estate; and  
5 sending a proposal related to the real estate.

1 20. (unchanged) The method in accordance with claim 2, wherein the information specifying  
2 desired real estate comprises a project requirements specification.

1 21. (unchanged) The method in accordance with claim 20, wherein the project requirements  
2 specification comprises characteristics defining desired real estate traits and data information  
3 defining a desired access and/or move-in time or time period.

1     22. (unchanged) The method in accordance with claim 20, wherein the time or time period  
2     occurs in the future.

1     23. (unchanged) The method in accordance with claim 2, wherein said step of determining one  
2     or more matches between the information specifying desired real estate and the plurality of  
3     entries of the supply database only determines a match if a future availability time or time  
4     period matches a future access time or time period.



1 24. (unchanged) An electronically-facilitated transaction for linking a prospective tenant to real  
2 estate, comprising:

3 creating a collection of data from the prospective tenant, said collection of data including  
4 real estate characteristics desired by the prospective tenant;

5 creating a real estate demand database, said real estate demand database including a  
6 plurality of demand entries and accepting the collection of data as another demand entry thereto;

7 creating a real estate supply database, said real estate supply database including a  
8 plurality of supply entries, each supply entry of the plurality of supply entries corresponding to  
9 at least one real estate entity;

10 utilizing an online mechanism, said online mechanism adapted to compare the another  
11 demand entry to the plurality of supply entries and to determine at least one match thereto, said  
12 online mechanism configured to exchange information between the prospective tenant and a  
13 landlord corresponding to the at least one match via electronic mail so as to link the prospective  
14 tenant to real estate meeting the real estate characteristics desired by the prospective tenant.

1 25. (unchanged) The electronically-facilitated transaction in accordance with claim 24, wherein  
2 said collection of data further includes at least one of a desired access and/or a desired move-in  
3 time and/or time period.

1 26. (unchanged) An electronically-accessible storage medium having a data structure for  
2 compiling real estate demand, comprising:

3 a first real estate entry, said first real estate entry corresponding to a first prospective  
4 tenant and including first real estate characteristics desired by the first prospective tenant;

5 a second real estate entry, said second real estate entry corresponding to a second  
6 prospective tenant and including second real estate characteristics desired by the second  
7 prospective tenant; and

8 wherein the first and second real estate characteristics are indexed by field to facilitate  
9 a search thereof.

1 27. (unchanged) The electronically-accessible storage medium of claim 26, wherein the first  
2 real estate characteristics include at least one field corresponding to: square footage desired,  
3 type of space desired, geographic area desired, rental rate desired, building size preference,  
4 parking requirements, and desired lease term.

1 28. (unchanged) The electronically-accessible storage medium of claim 26, wherein said first  
2 and second real estate entries each comprise a project requirements specification.

1 29. (unchanged) The electronically-accessible storage medium of claim 26, wherein at least one  
2 of said first and second real estate entries include a desired time availability occurring in the  
3 future.

1 30. (unchanged) A method for creating a quasi-spot market in real estate, comprising the steps  
2 of:

3 receiving at least one desired attribute for real estate from a prospective tenant;  
4 processing the at least one desired attribute for real estate to produce a processed at least  
5 one desired attribute for real estate;  
6 providing the processed at least one desired attribute for real estate to a plurality of  
7 landlords;  
8 receiving a plurality of messages from at least a portion of the plurality of landlords, each  
9 message of the plurality of messages including at least one attribute for available real estate of  
10 a respective landlord of the at least a portion of the plurality of landlords;  
11 combining the at least one attribute from each of the plurality of messages into a match  
12 database.

1 31. (unchanged) The method in accordance with claim 30, further comprising the step of:  
2 presenting the match database to the prospective tenant.

1 32. (unchanged) The method in accordance with claim 20, wherein said step of receiving at  
2 least one desired attribute for real estate from a prospective tenant comprises the step of  
3 receiving the at least one desired attribute via electronic mail.

1 33. (unchanged) The method in accordance with claim 30, wherein said step of providing the  
2 processed at least one desired attribute for real estate to a plurality of landlords comprises the  
3 step of providing the processed at least one desired attribute for real estate to a plurality of  
4 landlords via electronic mail.

1 34. (unchanged) The method in accordance with claim 30, wherein said plurality of messages  
2 are comprised of electronic mail that are transmittable over the Internet.

1 35. (unchanged) The method in accordance with claim 30, further comprising the step of:  
2 transmitting to a web browser a form, the form including blanks corresponding to a  
3 plurality of attributes of real estate.

1 36. (unchanged) A method for linking real estate with tenants, comprising the steps of:  
2 submitting, by a prospective tenant via an electronic transmission, information specifying  
3 desired real estate;  
4 adding the information to a demand database; and  
5 wherein the demand database includes a plurality of entries, each entry of said plurality  
6 of entries corresponding to information relating to desired real estate.

1 37. (unchanged) The method in accordance with claim 36, further comprising the steps of:  
2 providing a building database, the building database including a plurality of entries, each  
3 entry of said plurality of entries corresponding to information relating to real estate that is or is  
4 scheduled to be available;  
5 comparing the information specifying desired real estate to the building database; and  
6 determining one or more matches between the information specifying desired real estate  
7 and the plurality of entries of the building database.

1 38. (unchanged) The method in accordance with claim 37, further comprising the step of:  
2 presenting the one or more matches to the prospective tenant via an electronic  
3 transmission.

1 39. (unchanged) The method in accordance with claim 38, wherein said step of presenting the  
2 one or more matches to the prospective tenant via an electronic transmission further comprises  
3 the step of:

4 presenting the one or more matches to the prospective tenant in a standardized format  
5 using at least one of an electronically-mailed communication and at least one web page.

1 40. (unchanged) The method in accordance with claim 38, further comprising the step of:  
2 reviewing, by the prospective tenant, the one or more matches by retrieving at least one  
3 of a web page and an electronic mail or an attachment thereto.

1 41. (unchanged) The method in accordance with claim 40, wherein said step of reviewing, by  
2 the prospective tenant, the one or more matches by retrieving at least one of a web page and an  
3 electronic mail or an attachment thereto comprises the step of:

4 taking a virtual reality tour of the real estate corresponding to at least one match of the  
5 one or more matches, the virtual reality tour being accessed via at least one of a link on the web  
6 page and the attachment.

1 42. (unchanged) The method in accordance with claim 38, further comprising the step of:  
2 selecting, by the prospective tenant via an electronic transmission, at least one preferred  
3 match of the one or more matches for which to request a proposal.

1 43. (unchanged) The method in accordance with claim 42, further comprising:  
2 sending a request for a proposal via an electronic transmission to each landlord  
3 corresponding to each match of the at least one preferred match.

1 44. (unchanged) The method in accordance with claim 43, further comprising the steps of:  
2 sending a plurality of proposals via at least one electronic transmission from at least one  
3 landlord to the prospective tenant;  
4 selecting, by the prospective tenant via an electronic transmission, a primary proposal  
5 and a secondary proposal for further consideration.

1 45. (unchanged) The method in accordance with claim 44, further comprising the step of:  
2 visiting, by the prospective tenant, actual sites of the real estate corresponding to the  
3 primary proposal and the secondary proposal.

1 46. (unchanged) The method in accordance with claim 45, further comprising the step of:  
2 entering, by the prospective tenant via at least one electronic transmission, at least one of  
3 a rating and a comment regarding the actual sites of the real estate corresponding to the primary  
4 proposal and the secondary proposal.

1 47. (unchanged) The method in accordance with claim 36, further comprising the step of:  
2 presenting the information specifying desired real estate to a plurality of landlords via  
3 at least one electronic transmission.

1 48. (amended) The method in accordance with claim 47, wherein said step of presenting the  
2 information specifying desired real estate to a plurality of landlords via at least one electronic  
3 transmission further comprises the step of:  
4 posting to an internet-accessible web site the information specifying desired real estate  
5 for review by selected landlords of the plurality of landlords.



1 49. (amended) The method in accordance with claim 48, wherein a landlord comprises a  
2 selected landlord allowed to review the information specifying desired real estate if the landlord  
3 meets a requirement for updating information that corresponds to the landlord via an electronic  
4 transmission, the information being included in a real estate supply database.

1 50. (unchanged) The method in accordance with claim 49, wherein the requirement comprises  
2 at least one or a time period and a time interval.

1 51. (unchanged) The method in accordance with claim 47, wherein said step of presenting the  
2 information specifying desired real estate to a plurality of landlords via at least one electronic  
3 transmission further comprises the step of:

4 sending or broadcasting via an electronic transmission the information specifying desired  
5 real estate to one or more landlords, each landlord of the one or more landlords corresponding  
6 to real estate that corresponds to an entry in a real estate supply database that matches the  
7 information specifying desired real estate.

1 52. (unchanged) The method in accordance with claim 47, further comprising the steps of:

2 indicating, by at least one landlord of the plurality of landlords via an electronic  
3 transmission, an interest in meeting the requirements of the information specifying desired real  
4 estate; and

5 identifying, to the prospective tenant via at least one electronic transmission, real estate  
6 that corresponds to the at least one landlord.

1 53. (unchanged) The method in accordance with claim 52, wherein said step of identifying, to  
2 the prospective tenant via at least one electronic transmission, real estate that corresponds to the  
3 at least one landlord comprises at least one of the steps of:

4 presenting a synopsis of the real estate via at least one of a web page and an electronic  
5 mail; and

6 sending a proposal related to the real estate via at least one of a web page and an  
7 electronic mail.

1 54. (unchanged) The method in accordance with claim 36, wherein the information specifying  
2 desired real estate comprises a project requirements specification that is prepared via an on-line  
3 mechanism.

1     55. (unchanged) The method in accordance with claim 54, wherein the project requirements  
2     specification comprises characteristics defining desired real estate traits and dat information  
3     defining a desired access and/or move-in time or time period.

1     56. (unchanged) The method in accordance with claim 54, wherein the time or time period  
2     occurs in the future.

1     57. (unchanged) The method in accordance with claim 37, wherein said step of determining one  
2     or more matches between the information specifying desired real estate and the plurality of  
3     entries of the supply database only determines a match if a future availability time or time  
4     period matches a future access time or time period.

1 58. (unchanged) An electronically-accessible storage medium having a data structure for  
2 compiling a transaction-specific real estate supply, comprising:

3 a first real estate entry, said first real estate entry corresponding to a first piece of real  
4 estate, said first real estate entry prepared responsive to a real estate requirements specification  
5 submitted by a prospective tenant;

6 a second real estate entry, said second real estate entry corresponding to a second piece  
7 of real estate, said second real estate entry prepared responsive to the real estate requirements  
8 specification submitted by the prospective tenant; and

9 wherein said first and second real estate entries are at least one of (i) organized to  
10 facilitate a search thereof and (ii) composed of a plurality of substantially similar fields to  
11 facilitate a comparison thereof.

1 59. (unchanged) The electronically-accessible storage medium of claim 58, wherein said first  
2 real estate entry includes at least one field corresponding to: square footage available, type of  
3 space available, geographic area of the first piece of real estate, rental rate offered, building size,  
4 parking availability, and available lease term.

1 60. (unchanged) The electronically-accessible storage medium of claim 58, wherein the data  
2 structure for compiling a transaction-specific real estate supply comprises an ad hoc real estate  
3 supply database created responsive to a project requirements specification submitted by the  
4 prospective tenant.

1 61. (unchanged) The electronically-accessible storage medium of claim 58, wherein said first  
2 and second real estate entries include a time availability that occurs in the future.

1 62. (unchanged) A method for servicing a real estate transaction, comprising the steps of:  
2 aggregating demand-specific real estate supply into a database, the database including  
3 a plurality of entries, each entry of the plurality of entries formed responsive to at least one  
4 desired real estate attribute provided by a prospective tenant;  
5 providing at least one entry of the plurality of entries to the prospective tenant.

1 63. (unchanged) The method in accordance with claim 62, wherein said step of providing at  
2 least one entry of the plurality of entries to the prospective tenant comprises the step of:  
3 providing searching access of the database to the prospective tenant over a  
4 communications network.

1     64. (unchanged) The method in accordance with claim 62, wherein said step of providing at  
2     least one entry of the plurality of entries to the prospective tenant comprises the step of:  
3             providing the plurality of entries to the prospective tenant via an electronic transmission.

1     65. (unchanged) The method in accordance with claim 64, wherein said step of providing the  
2     plurality o entries to the prospective tenant via an electronic transmission comprises the step of:  
3             providing the plurality of entries to the prospective tenant via electronic mail.

1     66. (unchanged) The method in accordance with claim 64, wherein said step of providing the  
2     plurality of entries to the prospective tenant via an electronic transmission comprises the step  
3     of:  
4             providing the plurality of entries to the prospective tenant via display of a web page in  
5     a standardized format.

1 67. (unchanged) A method for providing real estate services, comprising the steps of:  
2 accepting a critique, via an electronic transmission from a first prospective tenant, of a  
3 piece of real estate after an actual tour of the piece of real estate by the first prospective tenant;  
4 processing the critique for subsequent presentation;  
5 presenting information at least derived from the critique to a second prospective tenant  
6 via an electronic transmission.

1 68. (unchanged) The method in accordance with claim 67, wherein said step of accepting a  
2 critique, via an electronic transmission from a first prospective tenant, of a piece of real estate  
3 after an actual tour of the piece of real estate by the first prospective tenant comprises the step  
4 of:  
5 receiving data from a form completed through a web page.

1 69. (unchanged) The method in accordance with claim 67, wherein the piece of real estate  
2 comprises a single floor of a single building.

1 70. (unchanged) The method in accordance with claim 67, further comprising the step of:  
2 receiving a request by the second prospective tenant for information related to the piece  
3 of real estate.

1 71. (amended) A method for facilitating real estate acquisition and outfitting, comprising the  
2 steps of:  
3 providing information related to real estate in an electronically-accessible format;  
4 enabling electronic access to the information related to real estate to a plurality of  
5 entities, each entity of the plurality of entities corresponding to at least one phase of at least one  
6 of real estate acquisition and real estate outfitting; and  
7 wherein the at least one phase of at least one of real estate acquisition and real estate  
8 outfitting is selected from a real estate phase, an analysis phase, a due diligence phase, a  
9 programming design phase, a development design phase, a bidding/estimation/value engineering  
10 phase, a construction phase, and a relocation phase.

1 72. (unchanged) The method in accordance with claim 71, wherein the information related to  
2 real estate initially comprises a project requirements specification of a prospective tenant.



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1 73. (amended) The method in accordance with claim 71, further comprising the step of:  
2 simultaneously implementing at least two phases by electronically accessing the  
3 information related to real estate.

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1 74. (amended) The method in accordance with claim 71, further comprising the step of:  
2 sharing a change to the information related to real estate caused by an entity  
3 corresponding to one phase with another entity corresponding to another phase.

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1 75. (unchanged) The method in accordance with claim 71, wherein said steps of providing  
2 information related to real estate in an electronically-accessible format and enabling electronic  
3 access to the information related to real estate to a plurality of entities are effectuated using a  
4 real estate facilitator and a communications network.

1 76. (amended) A method for providing real estate acquisition and outfitting services to a  
2 prospective tenant, comprising the steps of:  
3 providing real estate acquisition service;  
4 providing at least one real estate outfitting service selected from analysis, due diligence,  
5 programming design, development design, and bidding/estimation/value engineering; and  
6 wherein said steps of providing real estate acquisition service and providing at least one  
7 real estate outfitting service are performed, at least in part, in parallel by using an on-line  
8 mechanism.

1 77. (unchanged) The method in accordance with claim 76, wherein the on-line mechanism  
2 comprises a web site that facilitates at least one of organizing, updating, exchanging, and sharing  
3 of information used to provide the real estate acquisition and outfitting services to the  
4 prospective tenant.

1 78. (amended) A method for providing real estate acquisition and outfitting services to a  
2 prospective tenant, comprising the steps of:  
3 providing real estate acquisition service;  
4 <sup>SUB</sup> providing at least one real estate outfitting service selected analysis, due diligence,  
5 <sup>B17</sup> programming design, development design, bidding/estimation/value engineering, construction,  
6 and relocation phase; and  
7 wherein a time to complete said steps of providing real estate acquisition service and  
8 providing at least one real estate outfitting service is reduced by, at least in part, using an on-line  
9 mechanism.

1 79. (unchanged) The method in accordance with claim 78, wherein the on-line mechanism  
2 comprises a database of information used to provide the real estate acquisition and outfitting  
3 services to the prospective tenant along with a management scheme to at least one of share and  
4 distribute a change thereto with an entity corresponding to a phase that may be affected by the  
5 change.

1 80. (unchanged) A method for facilitating at lest real estate outfitting, comprising the steps of:  
2 providing information related to real estate in an electronically-accessible format;  
3 ascertaining a change to the information related to real estate resulting from a first phase  
4 of a real estate outfitting process; and  
5 notifying an entity corresponding to a second phase of the real estate outfitting process  
6 of the change to the information related to real estate.

1 81. (unchanged) The method in accordance with claim 80, wherein said step of notifying an  
2 entity corresponding to a second phase of the real estate outfitting process of the change to the  
3 information related to real estate comprises the step of:  
4 notifying the entity via an electronic transmission.

1 82. (unchanged) The method in accordance with claim 81, wherein the electronic transmission  
2 comprises an electronic mail.

1 83. (unchanged) The method in accordance with claim 81, wherein the electronic transmission  
2 comprises information explaining the change.

1 84. (unchanged) The method in accordance with claim 81, wherein the electronic transmission  
2 comprises a link to a general web page.

1 85. (unchanged) The method in accordance with claim 81, wherein the electronic transmission  
2 comprises a link to a specific web page, the specific web page including the change.

1 86. (unchanged) The method in accordance with claim 81, wherein the electronic transmission  
2 comprises a web page downloaded by the entity.

1 87. (unchanged) A method for reducing a time period for selecting, acquiring, and outfitting  
2 real estate, comprising the steps of:

3 inputting information relating to a potential real estate transaction;

4 conducting a real estate phase using the information relating to the potential real estate  
5 transaction with respect to a first party;

6 sharing the information relating to the potential real estate transaction in an electronic  
7 format with a second party;

8 conducting another phase using the information relating to the potential real estate  
9 transaction with respect to the second party; and

10 wherein said step of conducting a real estate phase and said step of conducting another  
11 phase overlap in time at least partially.

1 88. (unchanged) The method in accordance with claim 87, wherein said step of inputting  
2 information relating to a potential real estate transaction comprises the step of inputting a  
3 project requirements specification.

1 89. (unchanged) The method in accordance with claim 87, wherein the first party comprises at  
2 least one of a prospective tenant and a landlord.

1 90. (unchanged) The method in accordance with claim 87, wherein said step of sharing the  
2 information relating to the potential real estate transaction in an electronic format with a second  
3 party comprises the step of sharing the information relating to the potential real estate  
4 transaction via an on-line mechanism.

1 91. (unchanged) The method in accordance with claim 90, wherein the on-line mechanism  
2 includes a collaboration component, the collaboration component enabling the first party and  
3 the second party to communicate changes to the information relating to the potential real estate  
4 transaction.

1 92. (unchanged) The method in accordance with claim 87, wherein the information relating to  
2 the potential real estate transaction includes at lest one of the following: (1) a project name,  
3 description, start date and required move-in date; (2) a tenant name and other info; (3) a  
4 property address, square footage, age, floor number, number of floors, parking requirements;  
5 (4) proposal financial data including lease term and rent; (5) lease agreement and letter of intent  
6 documents; (6) a project schedule; and (7) project member information, the project member  
7 information including the names of members of the projects such as a general manager/general  
8 contractor, a subcontractor, a broker, and a design firm.

1 93. (unchanged) The method in accordance with claim 87, wherein the another phase includes  
2 at least one of the following phases: analysis, due diligence, design, and bidding/estimation/value  
3 engineering.

1 94. (unchanged) The method in accordance with claim 87, wherein the second party includes  
2 at least one of the a designer, an architect, and an engineer.

1 95. (unchanged) The method in accordance with claim 87, further comprising the steps of:  
2 sharing the information relating to the potential real estate transaction in an electronic  
3 format with a third party;  
4 conducting yet another phase using the information relating to the potential real estate  
5 transaction with respect to the third party; and  
6 wherein said step of conducting another phase and said step of conducting yet another  
7 phase overlap in time at least partially.

1 96. (unchanged) The method in accordance with claim 95, wherein the yet another phase  
2 includes at least one of the following phases: construction and relocation.



1 97. (amended) A method for facilitating real estate transactions, comprising the steps of:  
2 uploading, by a first party, a file, the file including information relating to outfitting real  
3 estate according to requirements of a potential real estate transaction;  
4 accessing, by a second party, the file;  
5 changing, by the second party, the file to reflect modifications to outfitting requirements;  
6 uploading, by the second party, the changed file; and  
7 wherein at least one of the first party and a third party may access the changed file to  
8 enable acquisition and outfitting of real estate for the potential real estate transaction to proceed  
9 concurrently.

1 98. (unchanged) The method in accordance with claim 97, wherein the information relating to  
2 the potential real estate transaction includes at least one of the following: (1) a project name,  
3 description, start date and required move-in date; (2) a tenant name and other info; (3) a  
4 property address, square footage, age, floor number, number of floors, parking requirements;  
5 (4) proposal financial data including lease term and rent; (5) lease agreement and letter of intent  
6 documents; (6) a project schedule; and (7) project member, information, the project member  
7 information including the names of members of the projects such as a general manager/general  
8 contractor, a subcontractor, a broker, and a design firm.

1 99. (unchanged) The method in accordance with claim 97, wherein the first party comprises  
2 prospective tenant and the second party comprises at least one of a designer, an architect, and  
3 an engineer.

1 100. (unchanged) A method for determining potential interest in meeting a real estate need,  
2 comprising the steps of:

3 reviewing, by a prospective tenant, a list of real estate;

4 selecting, by the prospective tenant, real estate that meets at least one preliminary  
5 criterion;

6 sending, by the prospective tenant, a request for information (RFI) to landlords  
7 associated with the selected real estate;

8 sending, by each landlord interested in a real estate transaction that corresponds to the  
9 RFI, a response to the RFI;

10 receiving a plurality of responses to the RFI; and

11 reviewing, by the prospective tenant, the plurality of responses to the RFI.

1 101. (unchanged) The method in accordance with claim 100, further comprising the steps of:  
2 creating, by a prospective tenant, a real estate project; and  
3 selecting a subset of the plurality of responses to the RFI for further consideration.

1 102. (unchanged) The method in accordance with claim 100, wherein the RFI includes a  
2 desired move-in date and desired amount of square footage.

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1 103. (amended) A method for improving information access in areal estate deal, comprising  
2 the steps of:  
3 providing a real estate demand database, the real estate demand database including a  
4 plurality of entries, each entry of the plurality of entries corresponding to a real estate deal;  
5 reviewing, by a landlord, the plurality of entries;  
6 detecting, by the landlord, an entry of the plurality of entries that interests the landlord;  
7 and  
8 requesting, by the landlord, to be admitted to the real estate deal corresponding to the  
9 interesting entry.

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1     104. (unchanged) The method in accordance with claim 103, wherein each entry corresponds  
2     to a real estate deal that is demand-driven.

1     105. (unchanged) The method in accordance with claim 103, further comprising the step of:  
2         responding, by a prospective tenant corresponding to the real estate deal, to the landlord  
3     by either permitting the landlord to enter the real estate deal or by refusing to permit the  
4     landlord to enter the real estate deal.

1     106. (unchanged) The method in accordance with claim 105, wherein said steps of requesting  
2     and responding are effectuated using an electronic transmission.

1     107. (unchanged) The method in accordance with claim 103, wherein said step of requesting,  
2     by the landlord, to be admitted to the real estate deal corresponding to the interesting entry  
3     comprises the step of sending, by the landlord via an on-line mechanism, an unsolicited  
4     response to a request for information (RFI).

1 108. (unchanged) A method for automating lease administration, comprising the steps of:  
2       accumulating a plurality of leases into a database;  
3       monitoring the plurality of leases to detect an upcoming expiration;  
4       triggering a lease handling routine if an upcoming expiration is detected for a particular  
5 lease;  
6       handling the particular lease by securing another lease using a demand-driven on-line  
7 mechanism; and  
8       entering the another lease into the database.

1 109. (unchanged) The method in accordance with claim 108, wherein the database comprises  
2 a real estate demand database.

1 110. (unchanged) The method in accordance with claim 108, wherein the database comprises  
2 a leased real estate database.

1 111. (unchanged) The method in accordance with claim 108, wherein said step of handling the  
2 particular lease by securing another lease using ad demand-driven on-line mechanism comprises  
3 the steps of:

4 adding the particular lease to a real estate demand database;

5 enabling access to the particular lease by a plurality of landlords that are not a party to  
6 the lease;

7 permitting any one or more of the plurality of landlords to contact a tenant that is a party  
8 to the lease;

9 facilitating creation of the another lease between the tenant and at least one of the  
10 plurality of landlords.

1 112. (unchanged) The method in accordance with claim 111, wherein said step of permitting  
2 any one or more of the plurality of landlords to contact a tenant that is a party to the lease  
3 comprises the step of permitting any one or more of the plurality of landlords to contact the  
4 tenant that is a party to the lease with the tenant remaining anonymous.

1 113. (unchanged) The method in accordance with claim 111, wherein said step of permitting  
2 any one or more of the plurality of landlords to contact a tenant that is a party to the lease  
3 comprises the step of permitting any one or more of the plurality of landlords to contact the  
4 tenant that is a party to the lease prior to the upcoming expiration.

1 114. (unchanged) A method of distributing information in a real estate market, comprising the  
2 steps of:

3 receiving first information relating to a real estate deal from a first source via a first  
4 electronic transmission;

5 receiving second information relating to the real estate deal from a second source via  
6 second electronic transmission;

7 combining the first information and the second information into deal information;

8 providing access to the deal information to a plurality of entities via an electronic  
9 transmission.

1 115. (unchanged) The method in accordance with claim 114, wherein the plurality of entities  
2 perform functions in a real estate acquisition and outfitting process in a non-real-estate phase,  
3 the first source comprises a prospective tenant, and the second source comprises a landlord.

1 116. (unchanged) The method in accordance with claim 114, wherein said step of providing  
2 access to the deal information to a plurality of entities via an electronic transmission comprises  
3 the step of providing access to the deal information in exchange for compensation.

1 117. (unchanged) The method in accordance with claim 114, further comprising the step of:  
2 enabling one or more of the plurality of entities to contact the first source via an  
3 electronic transmission.

1 118. (unchanged) A method of distributing information in a real estate market, comprising the  
2 steps of:

3 effectuating a plurality of real estate transactions using an on-line mechanism over time;  
4 storing a set of information for each real estate transaction of the plurality of real estate  
5 transactions;

6 combining each of the sets of information for the plurality of real estate transactions into  
7 a collection of information;

8 providing access to the collection of information to a plurality of real estate industry  
9 entities.



1 119. (unchanged) The method in accordance with claim 118, wherein the plurality of real estate  
2 industry entities includes at least one of developers, lenders, and appraisers; and wherein the  
3 collection of information includes at least one of (1) average lease rates per building; (2)  
4 average time length for deals to be completed; (3) average number of bidders per deal; (4)  
5 average number of participants of the on-line mechanism; and (5) ranking of buildings' lease  
6 rates, parking options, tenant improvement allowances.